

NASA/KSC Prime Contractor Board

> Larry M. Third

- Small Business Specialist
- Kennedy Space Center
- > Debbie Melvin
 - Small Business Liaison Office
 - The Boeing Company
- > Joellen Moore
 - Small Business Liaison Officer
 - United Space Alliance



In the Beginning....

- > KSC Small Business Council Formed (1990 2009)
 - This council was established for the purpose of exploring proactive measures needed to assure accomplishments of our small business goals, assessing progress, and discussing current events relative to socioeconomic programs.



In the Beginning....

>Outreach initiatives

- Central Industry Assistance Office
- Annual Business Opportunities EXPO
- Industry Day
- Joint Counseling



> Central Industry Assistance Office

- Mission: Provide "one stop shopping" for small businesses in their quest to market to NASA at KSC and the Prime Contractors. By meeting jointly to counsel these businesses, it will save them both time and money, it presents a "team" face to the small business community and provides a comfortable environment for them to share their information.
- Office Opened & Ribbon Cutting Ceremony March 7, 1994



- > Business Opportunities EXPO
 - First Small Business EXPO
 - Held at Space Port USA (Visitor Complex)
 - November 1990
 - ❖In Conjunction with 7th Annual Industry Briefing
 - Held Each Year Since 1990, with the exception of 2001 Due to the tragic events of 9/11



Annual Business Opportunities EXPO





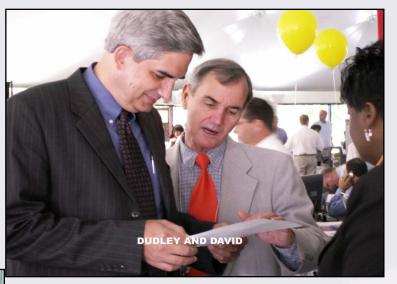


2nd KSC EXPO



KSC EXPO 2006

Annual EXPO Continued





≻Industry Day

- Tailored to support NASA Strategic Plan and KSC Mission
 - Specific industries meeting NASA/KSC future requirements
 - Support of specific programs (SBIR, Mentor Protégé)



- ➤ Joint Counseling for Small Businesses
 - Appointments on Tues & Thurs Mornings Weekly
 - ❖9:30, 10:15 & 11:00 am.
 - Business fills out info sheet prior to meeting
 - Info provided to members prior to meeting
 - Informal setting
 - Discourage electronic presentations
 - o Prefer interactive discussions
 - o 45 minute sessions



Joint Counseling

> Topics Addressed

- Provide information on the nature of the work performed at KSC by NASA & Prime
- Provide contact information for KSC (NASA & Prime) procurement opportunities
- Provide contact information for other local (non-KSC) agencies, businesses, SBA/State programs, etc., in Brevard County via the Brevard Small Business Assistance Council (BSBAC) membership roster
- Provide contact information for other sites (in and out of Florida) for NASA and Primes



Joint Counseling (cont'd.)

- The KSC Board Reps will request specific SBs to email material to them and then distribute that among their colleagues
- The KSC Board Reps will target specific SBs for upcoming proposal/contract work activities
- Provide feedback on their marketing materials to assist them in promoting their business (Line cards, websites, business cards, brochures, etc.)
- Advice SBs on how and when to present their companies when marketing to Government and Primes (in person, telephone and email)
- Depth of discussion depends on maturity of business



Interested in a Joint Council Meeting?

Call - 321-867-7353

Or visit

http://procurement.ksc.nasa.gov/business/doing.htm

